$\qquad$
X $\quad$ Quarterly Report Under Section 13 or 15 (d) of the

- Securities Exchange Act of 1934 For the Quarterly Period Ended June 30, 1998
Transition Report Pursuant to Section 13 or 15 (d)
of the Securities Exchange Act of 1934

Commission File Number 0-4604

## CINCINNATI FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

An Ohio Corporation
(State or other jurisdiction of incorporation or organization)

31-0746871
(I.R.S. Employer Identification No.)
6200 South Gilmore Road
Fairfield, Ohio 45014-5141

Registrant's telephone number, including area code: 513/870-2000

* Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.

$$
\begin{aligned}
& \text { YES X . NO } \\
& \text { - - - }
\end{aligned}
$$

Securities registered pursuant to Section 12(g) of the Act:
\$2.00 Par Common--167,170,440 shares outstanding at June 30, 1998
(Shares outstanding reflect the effects of a 3-for-1 stock split effective to shareholders of record on April 24, 1998.)
\$52,849,000 of 5.5\% Convertible Senior Debentures Due 2002
$\$ 419,594,000$ of $6.9 \%$ Senior Debentures Due 2028

## ASSETS

Investments

## Fixed maturities (cost: 1998--\$2,616,085

(000's omitted)
(Unaudited) June 30, 1998

December 31, 1997

1997--\$2,571,549).......................... 1997--\$1,725,855)
\$ 2,795,411

Other invested assets
Cash
Investment income receivable
Finance receivables
Premiums receivable
Reinsurance receivable
Prepaid reinsurance premiums
Deferred acquisition costs pertaining to unearned
premiums and to life policies in force
Land, buildings and equipment for Company use (at cost
less accumulated depreciation)
Other assets.

Total assets
\$ 10, 484, 047
\$ 2,751, 219
5,999,271
46,560
80,168
74,520
31,715
158, 539
109,110
23,612
135,313
52,559
30, 839
\$ 9,493,425
==========

| $\$ 2,026,745$ | $\$ 1,936,534$ |
| ---: | ---: |
| 509,973 | 482,447 |
| 448,356 | 443,054 |
| 1,406 | 280,558 |
| 419,594 | 58,430 |
| 52,849 |  |
|  | 24,335 |
| 1,653 | $1,406,478$ |
| $1,648,285$ | 144,624 |
| 107,103 | $---\cdots-\cdots$ |
| ------- | $4,776,460$ |

## SHAREHOLDERS' EQUITY

Common stock, \$2 per share; authorized 200,000
shares; issued 1998--170,219; 1997--169,391
shares; outstanding 1998--167,170; 1997--166,356 shares
Paid-in capital
Retained earnings
340,438
338,782
215,078 203,282
1,433,552 1,341,730
3,352,211 2,905,756
Accumulated other comprehensive income
$5,341,279$
4,789,550
$(73,196)$
$5,268,083$
\$ 10, 484, 047
$==========$
$(72,585)$
4,716,965
\$ 9,493,425
-

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES

 CONSOLIDATED STATEMENTS OF INCOME(UNAUDITED)


Per share amounts reflect the effects of a 3 -for-1 stock split effective to shareholders of record on April 24, 1998.

Accompanying notes are an integral part of these financial statements.

## NOTE I - ACCOUNTING POLICIES

The consolidated financial statements include the accounts of the Company and all of its subsidiaries, each of which is wholly owned, and are presented in conformity with generally accepted accounting principles. All significant inter-company investments and transactions have been eliminated in consolidation. The December 31, 1997 consolidated balance sheet amounts are derived from the audited financial statements but do not include all disclosures required by generally accepted accounting principles.

INVESTMENTS--Fixed maturities and equity securities have been classified as available for sale and are carried at fair values at June 30, 1998 and December 31, 1997.

UNREALIZED GAINS AND LOSSES (000's omitted)--The increases (decreases) in unrealized gains for fixed maturities and equity securities (net of income tax effect) for the six-month and three-month periods ended June 30 are as follows:

|  | Fixed Maturities |  | Equity Securities |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six-Month Periods Ended |  |  |  |  |  |  |
| June 30, 1998 | \$ | (224) |  | 446,679 |  | 446,455 |
| June 30, 1997 | \$ | 7,525 | \$ | 507,013 | \$ | 514,538 |
| Three-Month Periods Ended |  |  |  |  |  |  |
| June 30, 1998 | \$ | 902 |  | 162,156 | \$ | 163,058 |
| June 30, 1997 | \$ | 24,409 |  | 248,758 |  | 273,167 |

Such amounts are included as additions to and deductions from shareholders' equity.

REINSURANCE (000's omitted)--Premiums earned are net of premiums on ceded business, and insurance losses and policyholder benefits are net of reinsurance recoveries in the accompanying statements of income for the six-month and three-month periods ended June 30 as follows:

|  | Ceded Premiums | Reinsurance Recoveries |
| :---: | :---: | :---: |
| Six-Month Periods Ended |  |  |
| June 30, 1998 | \$ 48,980 | \$ 35, 252 |
| June 30, 1997 | \$ 48,593 | \$ 13, 314 |
| Three-Month Periods Ended |  |  |
| June 30, 1998 | \$ 24,926 | \$ 23, 298 |
| June 30, 1997 | \$ 24,388 | \$ 304 |

NOTE II - STOCK OPTIONS
The Company has primarily qualified stock option plans under which options are granted to employees of the Company at prices which are not less than market price at the date of grant and which are exercisable over ten-year periods. On June 30, 1998, outstanding options for Stock Option Plan No. III totalled 49,614 shares with a purchase price of \$7.34, outstanding options for Stock Plan No. IV totalled 2,688,456 shares with purchase prices ranging from a low of $\$ 7.46$ to a high of $\$ 42.88$ and outstanding options for Stock Plan V totalled 1,393,905 shares with purchase prices ranging from a low of $\$ 20.48$ to a high of $\$ 45.38$ These amounts reflect the effects of a 3-for-1 stock split effective to shareholders of record on April 24, 1998.

The preceding summary of financial information for Cincinnati Financial Corporation and consolidated subsidiaries is unaudited, but the Company believes that all adjustments (consisting only of normal recurring accruals) necessary for fair presentation have been made. The results of operations for this interim period is not necessarily an indication of results to be expected for the remaining six months of the year.

NOTE IV - FINANCIAL ACCOUNTING PRONOUNCEMENTS
SEGMENT INFORMATION--SFAS No. 131 "Disclosures About Segments of an Enterprise and Related Information" is effective for the Company in 1998 and will require additional disclosures for the Company's operating segments in the annual consolidated financial statement. Beginning in 1999, certain segment information is required to be reported quarterly.

NOTE V - COMPREHENSIVE INCOME
In the first half of 1998, the Company experienced less unrealized gains in equity securities than in the first half of 1997, resulting in comprehensive income of $\$ 589,483$ in 1998, compared to $\$ 664,415$ in 1997 and second quarter 1998 comprehensive income of $\$ 221,908$ compared to $\$ 348,997$ in second quarter of 1997.

## CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES

 CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY(UNAUDITED)

SIX MONTHS ENDED JUNE 30, 1997 AND 1998

|  | Common Shares | Stock Amount | Treasury Stock | Paid-In <br> Capital | Retained Earnings | Other Comprehensive Income | Total Shareholders' Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { Bal. Dec. 31, } \\ & 1996 \end{aligned}$ | 167,486 | \$334,972 | \$ $(11,217)$ | \$ 178, 547 | \$1,132,880 | \$ 1,527,707 | \$3,162, 889 |
| Net income |  |  |  |  | 149,877 |  | 149,877 |
| Change in unreal. gains net of inc. taxes of \$277, 059 |  |  |  |  |  | 514,538 | 514,538 |
| Comprehensive income |  |  |  |  |  |  | 664,415 |
| Div. declared |  |  |  |  | $(45,297)$ |  | $(45,297)$ |
| Purchase/issuance of treasury shares |  |  | $(43,515)$ | 20 |  |  | $(43,495)$ |
| Stock options exercised | 53 | 106 |  | 2,031 |  |  | 2,137 |
| Conversion of debentures | 16 | 32 |  | 688 |  |  | 720 |
| Bal. June 30, 1997 | 167,555 | \$335, 110 | \$ $(54,732)$ | \$ 181,286 | \$ 1,237,460 | \$ 2,042,245 | \$3,741,369 |
| $\begin{aligned} & \text { Bal. Dec. 31, } \\ & 1997 \end{aligned}$ | 169,391 | \$338, 782 | \$ $(72,585)$ | \$ 203, 282 | \$ 1, 341, 730 | \$ 2,905,756 | \$4,716,965 |
| Net income |  |  |  |  | 143, 028 |  | 143, 028 |
| Change in unreal. gains net of inc. taxes of \$240, 399 |  |  |  |  |  | 446,455 | 446, 455 |
| Comprehensive income |  |  |  |  |  |  | 589,483 |
| Div. declared |  |  |  |  | $(51,206)$ |  | $(51,206)$ |
| Purchase/issuance of treasury shares |  |  | (611) | 19 |  |  | (592) |
| Stock options exercised | 453 | 906 |  | 6,946 |  |  | 7,852 |
| Conversion of debentures | 375 | 750 |  | 4,831 |  |  | 5,581 |
| Bal. June 30, 1998 | 170,219 | \$ 340,438 | \$ (73, 196) | \$ 215,078 | \$ 1,433,552 | \$ 3,352, 211 | \$5,268, 083 |

Common Stock, Paid-In-Capital and Share figures reflect the effects of a 3-for-1
stock split effective to shareholders of record on April 24, 1998.
Accompanying notes are an integral part of these financial statements.

Premiums earned for the six months ended June 30, 1998 have increased \$44,616 (6\%) over the six months ended June 30, 1997. Also, premiums earned have increased $\$ 23,008$ (6\%) for the three months ended June 30, 1998 over the three months ended June 30, 1997. For the six-month and three-month periods ended June 30, 1997, the growth rate of our property and casualty subsidiaries is less than last year on both a gross written and earned premium basis. These growth rates were less than last year because the increases in new business and some rate increases on personal lines business were offset by the continued softness of the commercial lines market and by lower premiums on workers' compensation coverages. The premium growth of our life and health subsidiary has increased $10 \%$ for the six months ended June 30, 1998 and $15 \%$ for the three months ended June 30, 1998 compared to the comparable periods of 1997. The premium growth in our life subsidiary is mainly attributable to increased sales of both raditional and interest-sensitive products. For the six-month and three-month periods ended June 30, 1998, investment income, net of expenses, has increased $\$ 10,465$ (6\%) and $\$ 4,396$ (5\%) when compared with the first six months and second three months of 1997, respectively. This increase is the result of the growth of the investment portfolio because of investing cash flows from operations and dividend increases from equity securities.

Realized gains on investments for the six months ended June 30, 1998 amounted to $\$ 52,763$ compared to $\$ 44,291$ for the six-month period ended June 30, 1997, and $\$ 27,121$ for the three-month period ended June 30, 1998 compared to $\$ 19,988$ for the three-month period ended June 30, 1997. The realized gains are predominantly the result of the sale of equity securities and management's decision to realize the gains and reinvest the proceeds at higher yields.

Insurance losses and policyholder benefits (net of reinsurance recoveries) increased $\$ 65,649$ (12\%) for the first six months of 1998 over the same period in 1997 and increased $\$ 62,016$ for the second quarter when compared to the second quarter of 1997. The losses and benefits of the property and casualty companies have increased $\$ 64,655$ for the six-month period and increased $\$ 61,897$ for the second quarter of 1998 compared to the comparable periods for 1997. The property and casualty losses for the first six months and for the second quarter of 1998 have increased because of the increase in catastrophic losses. Catastrophe losses were \$57,289 and \$14,485, respectively, for the first six months of 1998 and 1997 and were $\$ 54,226$ and $\$ 8,723$, respectively, for the second quarter of 1998 and 1997. These losses were substantially higher for the first six months and second quarter of 1998 compared to the comparable periods of 1997 because of higher incidence and severity of these weather-related claims. Policyholder benefits of the life insurance subsidiary increased $\$ 994$ for the first six months of 1998 over the same period of 1997 and increased $\$ 119$ for the second quarter when compared to the second quarter of 1996. The majority of the six-month and second quarter increase is the result of a higher incidence of death claims and life related costs.

Commission expenses decreased $\$ 2,829$ for the six-month period ended June 30, 1998 compared to the same period of 1997 and decreased $\$ 5,597$ for the second quarter of 1998 compared to the same period in 1997. The increase is attributable to lower contingency commissions. Other operating expenses increased $\$ 6,367$ for the six-month period ended June 30, 1998 compared to the same period for 1997 and increased $\$ 3,381$ for the second quarter of 1998 compared to the same period in 1997. The increase is attributable to increases in staff and costs associated to our investment in infrastructure to support future growth. Interest expenses increased $\$ 1,704$ for the six-month period ended June 30, 1998 compared to the same period for 1997 and increased $\$ 1,401$ for the second quarter of 1998 compared to the same period in 1997. The increase is attributable to a higher interest rate of the 30 -year senior debentures compared to the short-term debt, and an increase in debt of $\$ 139,900$ in the second quarter.

Provision for income taxes, current and deferred, have decreased by $\$ 2,524$ for the first six months of 1998 compared to the first six months of 1997 and have decreased $\$ 10,447$ for the second quarter of 1998 compared to the second quarter of 1997. The decrease in federal taxes is attributable to lower income before income taxes and a decrease in the effective tax rate to 24.4\% from 24.5\% at June 30, 1998 and 1997, respectively, and a decrease in the effective tax rate to $19.3 \%$ from $24.4 \%$ for the second quarter of 1998 and 1997, respectively.

The Company issued $\$ 419,594$ of 30 -year, noncallable senior debentures. Proceeds were used to pay off $\$ 279,694$ of short-term debt as it matures and for future general corporate purposes, including the expansion of the Company's headquarters.

The Company believes that Year 2000 compliance issues have been initiated for all of the computer systems. The property and casualty companies issue many three- and five-year policies. Therefore, many systems are already Year 2000 compliant. Most other programs will be compliant by year-end in 1998, with the balance completed by June 1999. Management believes this goal will be attained. CFC's largest risk lies with Year 2000 compliance by its independent agencies which handle most of the customer billing and collections. CFC is proactively contacting all agents regarding this issue and is monitoring each agency's actions closely.

The Company could incur losses due to adverse changes in market rates and prices. The Company's primary market risk exposures are to changes in price for equity securities and changes in interest rates and credit ratings for fixed maturity securities. The Company could alter the existing investment portfolios or change the character of future investments to manage exposure to market risk. CFC, with the Board of Directors, administers and oversees investment risk through the Investment Committee, which provides executive oversight of investment activities. The Company has specific investment guidelines and policies that define the overall framework used daily by investment portfolio managers to limit the Company's exposure to market risk.

On November 22, 1996, the Board authorized repurchase of up to three million of the Company's outstanding shares. As of June 30, 1998 the Company has repurchased 949 shares, before the 1998 three-for-one split, and plans to repurchase the remaining 2,051 shares as management deems appropriate, over an unspecified period of time.

PART II
OTHER INFORMATION

## ITEM 1. Legal Proceedings

The Company is involved in no material litigation other than routine litigation incident to the nature of the insurance industry.

## ITEM 2. Changes in Securities

There have been no material changes in securities during the second quarter.

ITEM 3.
Defaults Upon Senior Securities
The Company has not defaulted on any interest or principal payment, and no arrearage in the payment of dividends has occurred.

ITEM 4.
Submission of Matters to a Vote of Security Holders
On April 4, 1998, the registrant held its Annual Meeting of Stockholders for which the Board of Directors solicited proxies; all nominees named in the Registrant's Proxy Statement were elected. A proposal to amend the Corporation's Article of Incorporation to increase authorized shares of common stock to 200,000,000 shares was approved.

## Shares

|  | For | Against/Abstain |
| :---: | :---: | :---: |
| Michael Brown | 46, 912, 295 | 271,663 |
| John E. Field | 46,976,141 | 207,817 |
| William R. Johnson | 47, 004, 406 | 179,552 |
| Robert C. Schiff | 46, 966, 351 | 217,607 |
| Alan R. Weiler | 46,974,762 | 209,196 |
| John J. Schiff | 46,940,355 | 243,603 |
| Authorization of 200,000,000 shares: | 46,570, 034 | 613,924 |

(a) Exhibits included:

Exhibit 11--Statement re Computation of Per Share Earnings.
Exhibit 27--Financial Data Schedule
(b) The Company was not required to file any reports on Form 8-K during the quarter ended June 30, 1998.

Signature
Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

CINCINNATI FINANCIAL CORPORATION
(Registrant)

```
By /s/ T.F. Elchynski
    ----------------------
    T.F. Elchynski
    Senior Vice President and Chief
    Financial Officer
    (Principal Financial Officer)
```


# CINCINNATI FINANCIAL CORPORATION AND SUBSIDIARIES 

 CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)Cash flows from operating activities:
Net income.........................................................................
Adjustments to reconcile operating income to net cash provided by operating activities:

Depreciation and amortization
Increase in investment income receivable
Increase in premiums receivable
(Increase) decrease in reinsurance receivable
Increase in prepaid reinsurance premiums
Increase in deferred acquisition costs..
(Increase) decrease in accounts receivable
(Increase) decrease in other assets.
Increase in loss and loss expense reserves.
Increase in life policy reserves.
Increase in unearned premiums
(Decrease) increase in other liabilities.
(Increase) decrease in deferred income taxes
Realized gains on investments.
(Decrease) increase in current income taxes.
Other.
Net cash provided by operating activities

| 5,285 | 4,848 |
| ---: | ---: |
| $(991)$ | $(3,312)$ |
| $(14,392)$ | $(1,327)$ |
| $(18,988)$ | 17,033 |
| $(1,436)$ | $(302)$ |
| $(2,236)$ | $(2,413)$ |
| $(274)$ | 536 |
| $(23,136)$ | 19,203 |
| 90,211 | 23,582 |
| 27,526 | 21,447 |
| 5,302 | 3,021 |
| $(40,458)$ | 7,941 |
| 1,408 | $(4,219)$ |
| $(52,763)$ | $(44,291)$ |
| $(22,682)$ | 12,473 |
| $(13,876)$ | 341 |
| ------- | .------ |
| 81,528 | 204,438 |
| ------- | .----- |

Cash flows from investing activities:
Sale of fixed maturities
Call or maturity of fixed maturities investments.
Sale of equity securities investments
Collection of finance receivables.
Purchase of fixed maturities investments
Purchase of equity securities investments
Investment in land, buildings and equipment
Investment in finance receivables.
Investment in other invested assets

| 26,302 | 70,669 |
| :---: | :---: |
| 175,833 | 194,744 |
| 181,342 | 160,387 |
| 7,180 | 5,648 |
| $(242,643)$ | $(352,120)$ |
| $(243,355)$ | $(189,995)$ |
| $(9,737)$ | $(7,280)$ |
| $(7,870)$ | $(9,228)$ |
| $(3,850)$ | $(1,521)$ |
| $(116,798)$ | $(128,696)$ |
| 419,594 | -0- |
| 7,852 | 2,137 |
| (592) | $(43,495)$ |
| $(279,152)$ | 12,393 |
| $(48,273)$ | $(43,273)$ |
| 99,429 | $(72,238)$ |
| 64,159 | 3,504 |
| 80,168 | 59,933 |
| \$ 144, 327 | \$ 63,437 |


| Supplemental disc <br> Interest paid. |  |  |
| :---: | :---: | :---: |
|  |  |  |

\$ 23,119
\$ 10, 474 Income taxes paid
\$ 65,301
\$ 40,488

## EXHIBIT 11

CINCINNATI FINANCIAL CORPORATION
STATEMENT RE COMPUTATION OF PER SHARE EARNINGS
(000's omitted except per share data)

Basic earnings per share:
Net income
Average shares outstanding
Net income per common share

| \$ | 143, 028 |  | 149,877 |
| :---: | :---: | :---: | :---: |
|  | 166, 768 |  | 166, 081 |
| \$ | . 86 | \$ | . 90 |


| $\$ 58,850$ | \$ 75,830 |  |
| ---: | ---: | ---: |
| 166,933 | 165,730 |  |
| $\$ \quad .35$ | $\$$ | .46 |

Diluted earnings per share:

| Net income | \$ 143, 028 | \$ 49,877 | \$ 58, 850 | \$ 75,830 |
| :---: | :---: | :---: | :---: | :---: |
| Interest on convertible debentures--net of tax | 981 | 1,421 | 484 | 708 |
| Net income for per share calculation (diluted) | \$ 144, 009 | \$ 151, 298 | \$ 59,334 | \$ 76,538 |
| Average shares outstanding | 166,768 | 166, 081 | 166,933 | 165,730 |
| Effective of dilutive securities: |  |  |  |  |
| 5.5\% convertible senior debentures | 3,553 | 5,319 | 3,553 | 5,319 |
| Stock options | 1,951 | 1,148 | 1,898 | 1,314 |
| Total dilutive shares | 172,272 | 172,548 | 172,384 | 172,363 |
| Net income per common share--diluted | \$ . 84 | \$ . 88 | \$ . 35 | \$ . 45 | QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

Equals the sum of Fixed Maturities, Equity Securities and other Invested Assets

Equals the sum of Life Policy Reserves and Losses and Loss Expenses less the Life Company liability for Supplementary Contracts without Life Contingencies of $\$ 3,632$ which is classified as Other Policyholder Funds

Equals the sum of Notes Payable, the 5.5\% Convertible Senior Debenture and the 6.9\% Senior Debenture

Equals the Total Shareholders' Equity
Equals the Sum of Commissions, Other Operating Expenses, Taxes and licenses and Fees, Increase in deferred acquisition costs, Interest expense and other expenses

Equals the net reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of December 31, 1997

Equals the net reserve for unpaid claims for the property casualty subsidiaries less loss checks payable as of June 30, 1998

